

# GSA's Alternative Fuel Vehicle Program

- Customer Tools
- Legislative Update
- Issues
- What's New

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# DAVE: Drive Alternative Fuel Vehicles Easily

Nearly 45,000 AFVs Purchased  
Since 1991



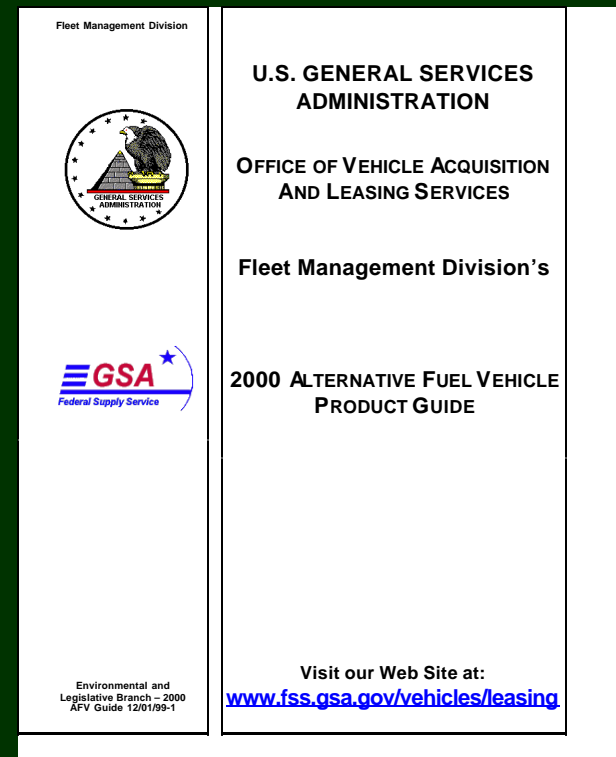
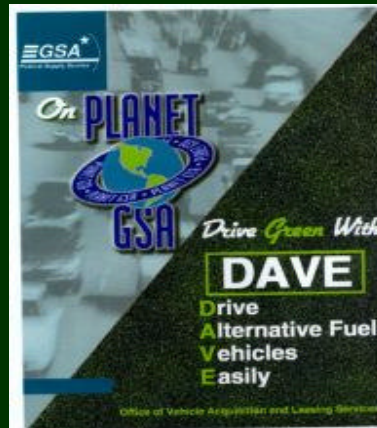
ethanol, methanol, compressed natural gas, propane  
and electric vehicles

## DAVE Customer Tools: Making it “Easy” to Acquire AFVs

- Dave Brochure
- AFV Product Guide
- Large Selection of AFVs
- Web Site
- Flexible Funding
- Customer Service
  - AFV Planning Services

# DAVE Customer Tools:

- Dave Brochure
- AFV Product Guide
  - *Interim in summer*
  - *Final in Fall*



# Large Selection of AFVs

- Sedans
- Vans
- Pickup Trucks
- Buses
- Medium and Heavy Duty Trucks



# NEW WEBSITE

## Office of Vehicle Acquisition & Leasing Services

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[Automotive:  
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[www.fss.gsa.gov/vehicles/](http://www.fss.gsa.gov/vehicles/)

# Flexible Funding Mechanisms

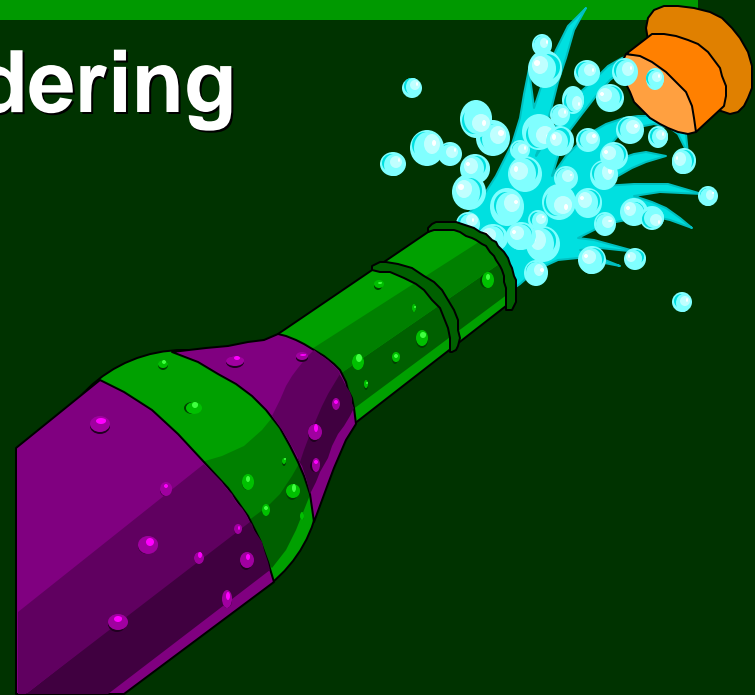
- **Agency surcharge**
  - ✦ DOI, Army, DOE
- **Centralized funding**
  - ✦ USMC, DLA/DCMA
  - ✦ USAF (AFMC/ACC)
- **12 Month rate**
  - ✦ spread cost over first 12 months
  - ✦ EPA



## What Can Partnering Do?

### GSA Fleet AFV Ordering

- FY 99 = 5,286
- FY 00 = 6,346
- FY 01 = 7,819
- This took work!





# AFV Legislation and Regulations

## Timeline:

Started in 1988 -- Alt. Motor Fuels Act

1990 -- Clean Air Act

1992 -- Energy Policy Act

1993 -- EO 12844, Superseded

1998 -- EO 13031, Superseded

2000 -- EO 13149 Signed on Earth Day

# 13149 - Greening the Government through Federal Fleet and Transportation Efficiency

- Signed by President Clinton 4/21/00
- Supersedes E.O. 13031
- Fuel Reduction/Fleet Efficient Vehicles
  - Alternative Fuel Vehicles
  - Annual Reporting
  - Fuel Use
  - Recycled Products



## How can GSA Help?

- Reporting Information on *“Reports Carryout”*
- AFV and fuel economy information
- Recycled Products - encouraging the use of:
  - Re-refined oil
  - Retread tires
- AFV USER Program
  - Concentrate AFVs
  - Encourage alternative fuel use

**Q. What is the easiest way to comply?**

**A. Using Smaller Vehicles will save you money and help you meet your fuel reduction goals**

**Compact: \$165 x 12 months = \$1,980**

**SUV: \$309 x 12 months = \$3,708**



# Federal Government's AFV USER Program

## Goals:

- Concentrate AFVs
- Use Alternative Fuels



# AFV USER Program Locations

- Albuquerque, NM
- Denver, CO
- Melbourne-Titusville, FL
- Minneapolis, MN
- Salt Lake City, UT
- San Francisco, CA

# AFV USER Program Funding

## GSA:

- Up to \$4M in funding
- Agency pays 50% of incremental cost
- Current GSA Fleet customer
- Agency has strong alternative fuel policy

## DOE:

- Funding for infrastructure/marketing
  - 📅 FY 00 and FY 01 Money

# AFV USER Program Activities

**“This House Must be Built Brick by Brick”**

- **Local Initiatives**
- **Infrastructure Support**
- **Partnering**
- **Education**





# AFV USER Program Activities

## AFV Ordering Performance

- 808 in FY 00
  - 615 E85, 102 CNG, 40 EV, 9 LPG
- 986 in FY 01
  - 667 E85, 318 CNG, 1 LPG



# GSA-Fleet's AFV Program Overview

- Leased over 38,500 AFVs 1991-2001
- 18,000 AFVs in current active inventory
- Largest AFV Fleet in the US\*
- Our AFV Role:
  - “Help our customers meet their legislative requirements while providing quality fleet services”

\*Source: Automotive Fleet Magazine

## AFV Issues - Incremental Cost

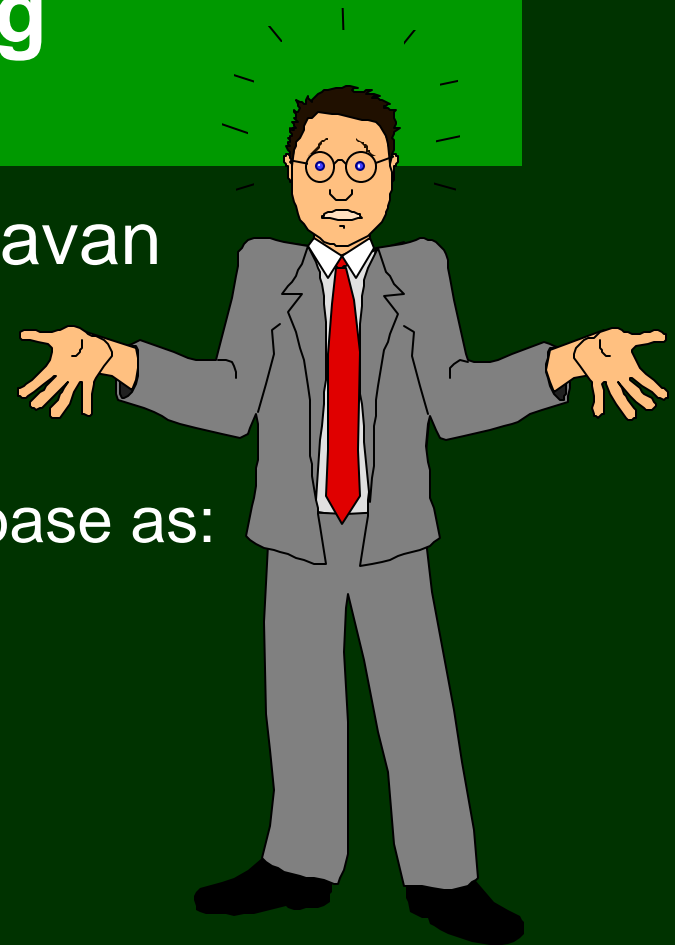
- Costs are still high (\$ 5k +) for:
  - CNG sedans
  - CNG bifuel vans
- Costs came down this year for:
  - CNG/LPG bifuel trucks
- Low or no cost for flexible fuel vehicles
- Aim high for next year when budgeting

# AFV Issues - Refueling

- Limited Refueling Infrastructure
  - 1,200+ CNG stations
  - 100 E85 stations and growing
- Alternative fuel data capture issues
  - Manual invoicing for CNG
  - No data for E85
  - It's not our fault!
  - Somebody needs to do something

# AFV Issues - Refueling

- GSA Fleet's E85 Caravan
  - 6 fill ups on E85
  - Says E85 on receipt
  - Ends up in fleet database as:
    - ✦ 4 unleaded
    - ✦ 2 diesel



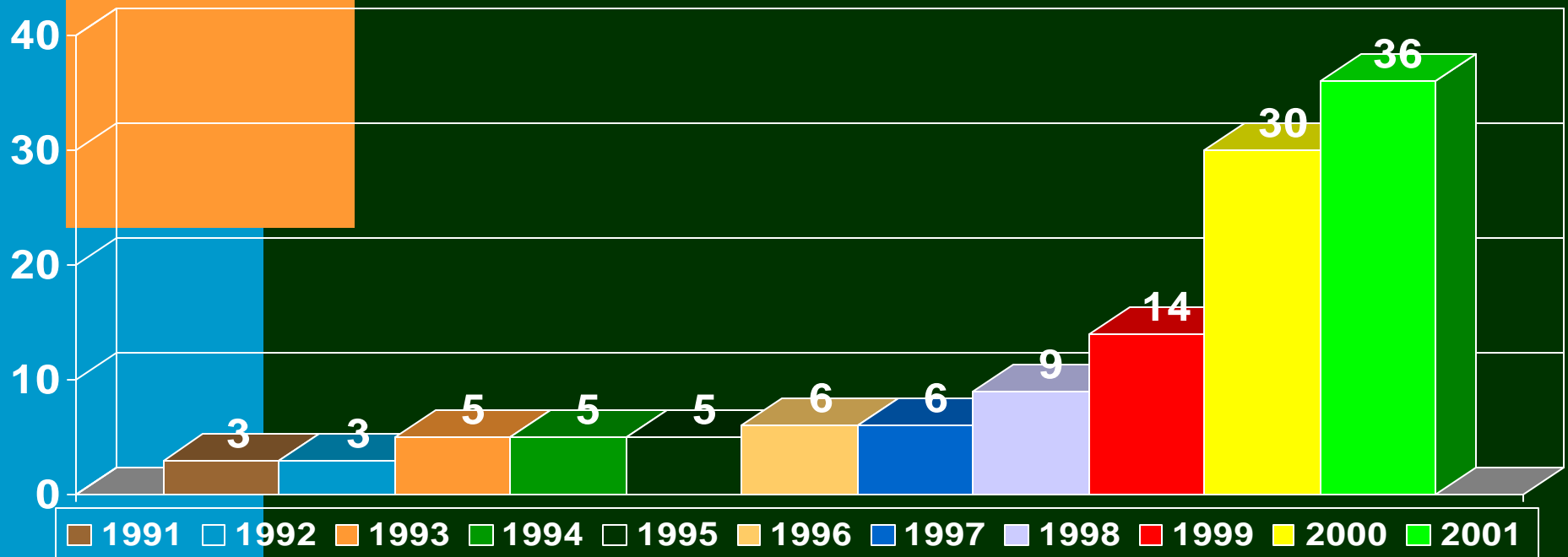
## AFV Issues - Maintenance

- Maintenance, Repair and Support
- No big recalls or issues
- Dealer support is increasing
- It's still the dealer's choice
  - Low volume may not justify certification
  - May not be part of GSA Fleet's delivery program
- Deal with the operational realities of AFVs

## AFV Issues - Vehicle Availability

- Vehicle Availability is Improving
- 80 AFVs on schedule but there are redundancies:
  - 40 are MD cab and chassis LPG
- No compacts
- No SUVs
- Late Delivery
- Increased vehicle types increase acquisition

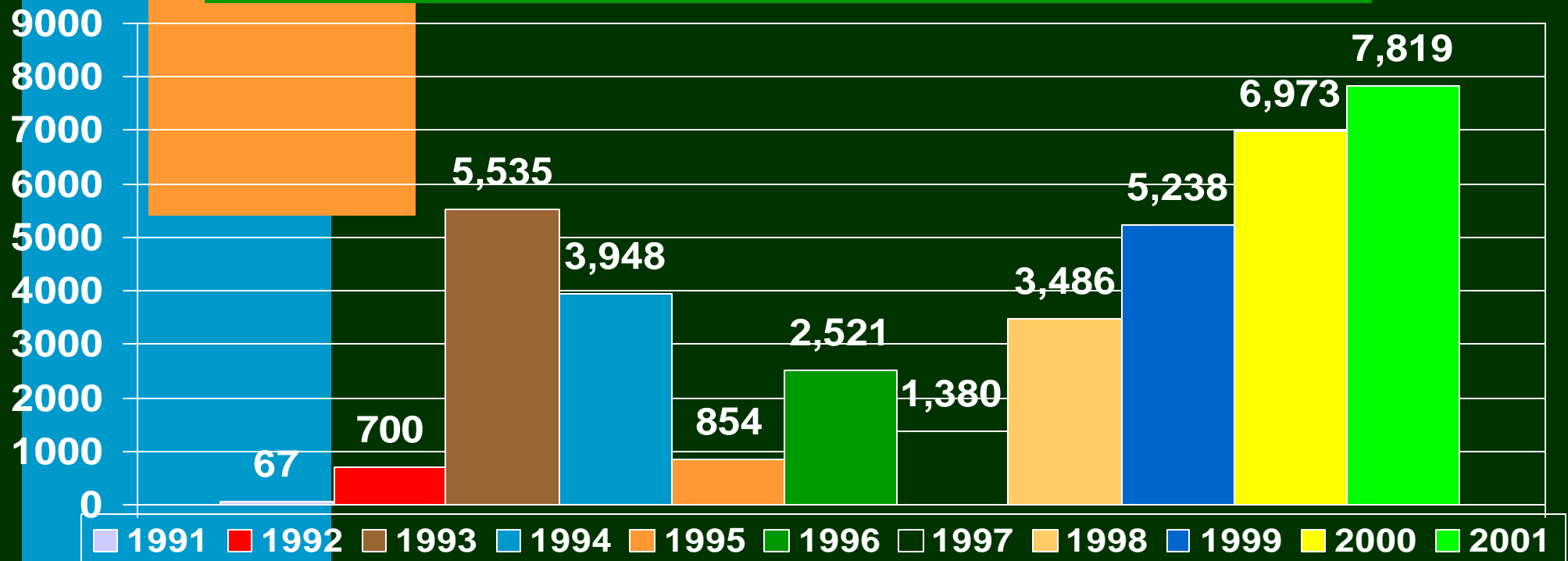
## AFV Types Acquired by Year, 1991-2001





# GSA Fleet AFV Acquisitions

## Number of AFVs acquired, 1991-2001



# AFV Issues - Remarketing

## Past AFV Sales Performance

- FFVs = Good
- CNG bifuel = Ok
- CNG dedicated = Poor
- If we lose, you lose
  - Good resale values are needed to meet demand

# Current AFV Remarketing Strategies

- FY 01 Remarketing Pilot Project
  - Advertised on Internet - positive consumer response
  - Areas with strong tax incentives and HOV lane access
- Held Over FY 01 CNG/LPG Replacements
  - Low vehicle utilization
  - Help customers lower their AFV requirements

# Future AFV Remarketing Strategies

- Internet offerings on National page
- Target HOV and high incentive areas
- Clean Cities/USER groups
- State Fleets - Revisit
- Flyers/Announcements
  - highlighting available incentives
  - upcoming offerings

## What's New - Regulations

- Executive Order 13149
  - Detailed reporting requirements
  - Fuel efficiency requirements
  - Alternative fuel use requirements
- California EV Mandate
  - Manufacturers must sell EV's in CA
  - 4,450-15,450 EVs starting in 2003

## What's New - Technology

### Hybrid vehicles

- Limited production and availability
- Increased public interest and demand
- Does not meet AFV definition
- Higher acquisition cost

## What's New - Biodiesel

- Wide spectrum of use policies among manufacturers

**Open Use      RME SME Only      No Experience**  
**Not Recommended      Warranty Issues**

# Diesel Engines have changed:

- Air quality regulations
- Technology breakthroughs
- Efficiency and durability demands



1971

2001





## GSA Fleet's Perspective

- Creates problem's with our vehicle ordering
  - Buy new vehicles every year
  - We cannot void warranties
  - Must buy low bid
- Communicate with biodiesel industry and engine/vehicle manufacturers
- Pilot Program at DOE SRS facility
  - Started January, 2001
  - Over 200 GSA Fleet vehicles

# Thank You

Because of your efforts, we have:

- Helped implement National Energy Security Goals
- Improved our Nation's air quality
- Created market opportunities for businesses
- Built the largest AFV fleet in the US